

# MISSOURI **WORKS**

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**Report to the General Assembly**

Fiscal Year 2023

July 1, 2022 - March 31, 2023



Missouri Department of  
**Economic Development**

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# MISSOURI **WORKS**

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## Expanding Business and Creating Jobs

The Missouri Works Program was created to facilitate the creation and retention of high-quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, Statewide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both "statutory" and "discretionary" components to the program (see: **Missouri Works Summary**).

Missouri Works is a "performance-based" incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company's benefit period. In addition, each company that participates in the program must execute an agreement with the Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo., DED is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized** and **Missouri Works Report for Legislators Total Closed**); and
5. The Department's response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**).

# MISSOURI WORKS SUMMARY JULY 1, 2022 – MARCH 31, 2023

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
<b>ZONE WORKS</b>	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
<b>RURAL WORKS</b>	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	None	Project facility must be located in a "rural" county, which would not include Cape Girardeau, Cass, Christian, Cole, Franklin, Jasper, Jefferson or Platte Counties.
<b>STATEWIDE WORKS</b>	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>MEGA 120 WORKS</b>	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>MEGA 140 WORKS</b>	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>RETENTION WORKS</b>	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at risk for relocation out of state.
<b>DEAL CLOSING FUND</b>	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
<b>RETENTION WORKS-AUTO MANUFACTURING (DISCRETIONARY)</b>	N/A	\$500,000,000 within 3 years of NOI Approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
<b>QUALIFIED MILITARY PROJECTS</b>	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the US Department of Defense.

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL CREDITS AUTHORIZED FROM 07/01/2022 TO 03/31/2023**

Company Name/Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
<b>Missouri Works - Rural Works</b>								
GLOBAL CONNECT COMMUNICATIONS LLC	Statutory		\$0.00	\$16,777.00	2	\$250,000.00		
PERENNIAL ENERGY, LLC	Statutory		\$0.00	\$22,368.00	4	\$2,050,000.00		
ROUNDHOUSE SERVICES AND STORAGE LLC.	Statutory		\$0.00	\$33,142.00	10	\$390,000.00		
S&H FARM SUPPLY	Statutory		\$0.00	\$270,049.00	30	\$350,000.00		
THERMAL ENGINEERING INTERNATIONAL	Statutory		\$0.00	\$781,858.00	59	\$4,420,000.00		
<b>Total Rural Works</b>			<b>\$0.00</b>	<b>\$1,124,194.00</b>	<b>105</b>	<b>\$7,460,000.00</b>	<b>Avg: 0.00</b>	
<b>Missouri Works - Statewide Works</b>								
ACCENTURE FEDERAL SERVICES LLC	Statutory		\$0.00	\$1,684,413.00	115	\$1,900,000.00		
ALTASCiences PRECLINICAL COLUMBIA, LLC	Discretionary		\$885,449.00	\$1,989,386.00	209	\$60,000,000.00	2.99	\$154.62
BLACK SHEEP AMMUNITION LLC	Statutory		\$0.00	\$190,483.00	17	\$2,950,000.00		
BLUE BELL CREAMERIES, INC.	Statutory		\$0.00	\$174,504.00	17	\$6,870,000.00		
CAPITAL RAILROAD CONTRACTING INC	Statutory		\$0.00	\$391,996.00	45	\$2,000,000.00		
CHICK-FIL-A SUPPLY, LLC	Statutory		\$0.00	\$595,410.00	63	\$16,000,000.00		
COLD SOLUTIONS AT RUSH CREEK, LLC	Statutory		\$0.00	\$697,697.00	63	\$6,000,000.00		
CONFLUENCE FOOD GROUP, LLC	Statutory		\$0.00	\$167,620.00	17	\$6,300,000.00		
CRB GROUP, INC. (KANSAS CITY)	Statutory		\$0.00	\$1,135,772.00	61	\$280,000.00		
CRB GROUP, INC. (ST. LOUIS)	Statutory		\$0.00	\$298,990.00	14	\$140,000.00		
CURIO HOLDINGS MO, LLC	Statutory		\$0.00	\$1,355,162.00	225	\$44,000,000.00		
DSI HOLDINGS CORPORATION	Statutory		\$0.00	\$1,188,421.00	100	\$88,000.00		
EQUIPMENTSHARE.COM INC	Statutory		\$0.00	\$903,177.00	151	\$1,921,437.00		
EWART CONCEPTS LLC DBA CONCRETE REVIVAL	Statutory		\$0.00	\$83,046.00	13	\$350,000.00		
FIRSTSERVICE RESIDENTIAL MISSOURI, INC.	Statutory		\$0.00	\$272,713.00	40	\$300,000.00		
GMES LLC DBA GME SUPPLY	Statutory		\$0.00	\$466,891.00	60	\$0.00		

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL CREDITS AUTHORIZED FROM 07/01/2022 TO 03/31/2023**

Company Name/Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
HEDY & HOPP, LLC FKA ANVIL ANALYTICS	Statutory		\$0.00	\$137,488.00	10	\$0.00		
HOFFMANN BROTHERS HEATING & AIR CONDITIONING INC	Discretionary		\$1,047,074.00	\$3,356,509.00	300	\$5,900,000.00	3.21	\$129.73
ICON AVIATION SOLUTIONS, LLC	Statutory		\$0.00	\$1,283,910.00	140	\$1,250,000.00		
IMPACT FISHERIES, LLC	Statutory		\$0.00	\$214,994.00	45	\$15,700,000.00		
KATALYST SURGICAL LLC	Statutory		\$0.00	\$385,242.00	40	\$24,000,000.00		
LET IT FLY, LLC	Statutory		\$0.00	\$114,810.00	11	\$250,000.00		
MAGNA SEATING OF AMERICA, INC. DBA EXCELSIOR SPRINGS SEATING SYS	Statutory		\$0.00	\$1,487,712.00	125	\$1,487,712.00		
MESSEY ENGINEERING LLC	Statutory		\$0.00	\$98,920.00	10	\$150,000.00		
MIDWESTERN INTERACTIVE, LLC	Statutory		\$0.00	\$491,308.00	60	\$245,000.00		
NEXGEN SILICA, LLC	Statutory		\$0.00	\$344,054.00	34	\$30,000,000.00		
NIAGARA BOTTLING, LLC	Statutory		\$0.00	\$197,907.00	23	\$40,000,000.00		
OCELOT CONSULTING LLC	Statutory		\$0.00	\$1,628,403.00	100	\$0.00		
RAPID RESPONSE, INC.	Statutory		\$0.00	\$113,702.00	10			
SAMUEL, SON & CO. (USA) INC.	Statutory		\$0.00	\$176,725.00	20	\$9,850,000.00		
SERVIAM CARE NETWORK P.B.C., INC.	Statutory		\$0.00	\$607,970.00	70	\$5,100,000.00		
STREIB COMPANY, INC.	Statutory		\$0.00	\$238,541.00	19	\$0.00		
SUMMERSALT, INC.	Statutory		\$0.00	\$145,355.00	10	\$746,000.00		
SWIPESUM, INC.	Statutory		\$0.00	\$1,210,987.00	80	\$356,500.00		
TCARE, INC.	Statutory		\$0.00	\$170,340.00	20	\$50,000.00		
TCSI-TRANSLAND, INC.	Statutory		\$0.00	\$182,430.00	15			
THE GREENIES COMPANY (MARS PETCARE/NUTRO PRODUCTS)	Discretionary		\$561,857.00	\$1,110,872.00	95	\$82,700,000.00	0.89	\$76.38
UNITE PRIVATE NETWORKS, LLC	Statutory		\$0.00	\$386,671.00	35	\$3,038,020.00		
VERDE RENEWABLES, INC.	Statutory		\$0.00	\$204,938.00	32	\$5,650,000.00		
VERITA TELECOMMUNICATIONS CORPORATION	Statutory		\$0.00	\$789,706.00	90	\$6,500,000.00		
WATLOW ELECTRIC MANUFACTURING COMPANY	Statutory		\$0.00	\$153,577.00	10	\$6,000,000.00		
<b>Total Statewide Works</b>			<b>\$2,494,380.00</b>	<b>\$26,828,752.00</b>	<b>2,614</b>	<b>\$388,072,669.00</b>	<b>Avg: 2.36</b>	<b>\$360.73</b>

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL CREDITS AUTHORIZED FROM 07/01/2022 TO 03/31/2023**

Company Name/Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
<b>Missouri Works - Zone Works</b>								
BLACK & MCDONALD, INC.	Statutory		\$0.00	\$638,715.00	75	\$5,028,124.00		
BOISE CASCADE COMPANY	Statutory		\$0.00	\$352,351.00	60	\$13,750,000.00		
BROWN INDUSTRIES, INC.	Statutory		\$0.00	\$39,205.00	2	\$100,000.00		
BURGER & BROWN ENGINEERING, INC.	Statutory		\$0.00	\$166,018.00	14	\$150,000.00		
CATALENT CTS (KANSAS CITY), LLC	Statutory		\$0.00	\$854,593.00	100	\$200,000.00		
DDJ ENTERPRISES, LLC DBA TRI-TECH AUTOMATION	Statutory		\$0.00	\$126,194.00	10	\$360,000.00		
ENVICOR ENTERPRISES, LLC	Statutory		\$0.00	\$129,838.00	25	\$1,400,000.00		
INLAND CAPE RICE CO. LLC	Statutory		\$0.00	\$57,425.00	10	\$220,000.00		
JACOB RIEGER & COMPANY, LLC	Statutory		\$0.00	\$419,752.00	50	\$4,500,000.00		
KANSAS CITY PETERBILT, INC.	Statutory		\$0.00	\$82,136.00	10	\$4,945,000.00		
KELLY TILLAGE USA LLC	Statutory		\$0.00	\$170,734.00	22	\$2,000,000.00		
KUAT INNOVATIONS, LLC	Statutory		\$0.00	\$202,744.00	17	\$2,000,000.00		
MIDWEST DOCK BLOCKS LLC	Statutory		\$0.00	\$18,267.00	3	\$540,000.00		
MTM ANALYTICS, LLC	Statutory		\$0.00	\$26,794.00	2	\$637,000.00		
PIVOT BIO INC.	Statutory		\$0.00	\$319,364.00	41	\$21,202,196.00		
SPRE COMMERCIAL GROUP INC.	Statutory		\$0.00	\$79,593.00	9	\$950,000.00		
TERRA STAR, LLC	Statutory		\$0.00	\$285,096.00	31	\$5,000,000.00		
THE HILLMAN GROUP, INC.	Statutory		\$0.00	\$593,865.00	81	\$3,000,000.00		
TOTAL QUALITY LOGISTICS, LLC	Statutory		\$0.00	\$496,687.00	85	\$370,000.00		
UBECUBE, LLC	Statutory		\$0.00	\$94,872.00	17	\$910,000.00		
VIDEO RENDERING SOLUTIONS, LLC	Statutory		\$0.00	\$16,419.00	2	\$22,670,000.00		
VROOM SOLAR MO INC.	Statutory		\$0.00	\$212,830.00	35	\$2,406,250.00		
WEISSMAN'S THEATRICAL SUPPLIES, INC.	Statutory		\$0.00	\$823,560.00	73	\$23,028,800.00		
<b>Total Zone Works</b>			<b>\$0.00</b>	<b>\$6,207,052.00</b>	<b>774</b>	<b>\$115,367,370.00</b>	<b>Avg: 0.00</b>	
<b>Total Ending 07/01/2022- 03/31/2023</b>			<b>\$2,494,380.00</b>	<b>\$34,159,998.00</b>	<b>3,493</b>	<b>\$510,900,039.00</b>	<b>Avg: 2.36</b>	<b>\$360.73</b>

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL DENIED FROM 07/01/2022 TO 3/31/2023**

Company Name/ Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value- Added/GSP in \$
							Avg:	

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL CLOSED FROM 07/01/2022 TO 3/31/2023**

Company Name/ Requestor Program	Mo Works Project Type	Retained Jobs		Total Benefits		New Jobs		Investment		Net General Revenue Benefit Ratio		Value Added GSP in \$	
		Projected	Actual	Authorized	Issued	Projected	Actual	Projected	Actual	Projeted	Actual	Projected	Actual
										Avg.		Avg.: 0.00	

# PROPOSAL ASSIGNMENT TRACKING

JULY 1, 2022 – MARCH 31, 2023

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
<b>QTR 1</b>			
2206001	5	15	0
2207002	4	8	3
2207004	8	3	5
2207007	6	9	4
2207007	6	9	4
2207008	14	6	1
2207009	2	3	0
2207010	3	8	2
2207012	2	6	0
2207018	21	3	24
2208001	3	8	0
2208002	3	7	3
2208003	20	13	34
2208004	3	7	2
2208005	15	8	0
2208007	7	5	5
2208010	12	8	2
2208012	4	15	0
2209001	4	7	0
2209005	4	6	2
2209009	2	6	1
<b>Average Response Time in Days</b>			<b>4.38</b>
<b>QTR 2</b>			
2003010	4	14	0
2003010	4	14	0
2003010	4	14	0
2209004	19	3	1
2209006	14	4	0
2210001	4	4	4
2210002	1	5	2
2210003	1	5	2
2210007	2	9	2
2210007	2	9	2
2211002	0	2	0
2211006	5	28	0
2211009	1	17	0
2211010	1	4	1
2212002	1	17	1
2212005	0	12	0
2212007	3	11	0
2212008	8	6	0
<b>Average Response Time in Days</b>			<b>0.83</b>

# PROPOSAL ASSIGNMENT TRACKING

JULY 1, 2022 – MARCH 31, 2023

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
<b>QTR 3</b>			
2212003	24	5	0
2301003	2	1	0
2212004	1	7	0
2301008	3	7	3
2301007	1	7	3
2302005	1	13	0
2302004	3	8	2
2302007	2	9	1
2302008	2	10	0
2302013	8	5	1
2302014	0	3	0
2302014	0	3	0
2302014	0	3	0
2302014	0	3	0
2303002	5	10	0
2303006	2	4	0
2303005	4	15	0
2303011	4	4	0
2303012	1	7	0
2303013	1	9	1
Average Response Time in Days			0.55